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ABSTRACT

This book provides principals of public and private elementary and middle schools with a step-by-step approach for developing a system that empowers faculty, staff, and the school community in attracting grant funds. Following the introduction, chapter 1 discusses the principal's role in supporting grantseeking. Chapter 2 describes how to establish a successful proactive grants system in the school. The third chapter illustrates ways to help others assess needs and develop goals and solutions. Chapters 4 and 5 explain the grants marketplace and how to match projects to appropriate grantors. Strategies for using research to make preproposal contact are described in the sixth chapter. Chapter 7 shows how to help grantseekers develop a proposal strategy, create a plan, and justify the budget. Chapter 8 and 9 describe how to prepare federal proposals and how to improve the school's federal proposals through a quality assurance program. The 10th and 11th chapters offer guidelines for developing foundation and corporate grants support and for improving and submitting proposals to those institutions. Chapter 12 examines the principal's role in contacting grantors after submission and dealing with the outcome, and chapter 13 describes the principal's changing role in administering grant funds. The book contains decision matrixes, a spreadsheet, checklists for each chapter, 73 figures, and an annotated bibliography of grant resources. (LMI)

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